



**REQUEST FOR PROPOSAL (RFP) #2012-0266
(LEASE OF ATM SPACE IN SELECTED LANSING AREA OFFICE BUILDINGS
OWNED BY THE STATE OF MICHIGAN)**

Below are questions about the RFP which have been submitted in a timely manner by interested parties. Also below are answers to those questions as provided by The Michigan Department of Technology, Management and Budget (DTMB) Real Estate Division.

Posted: September 16, 2013

1. Will the state accept responses for a number of locations versus all 13 locations?

Answer: At this time we seek proposals only for the ATM locations offered. Offering fewer or alternative locations may put one's proposal at a competitive disadvantage. However, as the RFP states "From time to time, the State may also offer the Lessee the chance to operate additional ATMs in other State-owned or Leased locations not included here subject to applicable State Lease and Sub-Lease approval terms which Lessee may accept on a case-by-case basis." Opportunities for that to happen sooner rather than later seem likely.

2. Will a response be disqualified if a respondent offers a cash dispensing only ATM vs. a deposit-taking ATM?

Answer: We seek proposals that offer the best all-round value to the State and its employees. A "cash dispensing only" ATM would represent diminished service at current and previous ATM sites. As such, a proposal including less than full service ATMs would likely be at a competitive disadvantage relative to one that offered full service ATMs.

3. Is there a possibility of placing an exterior ATM (i.e. an ATM in a common area supporting multiple buildings)?

Answer: Minor deviations from proposed ATM sites within a given building can be discussed with a winning bidder. Provided that Lessee reimburses the State for the cost of running data and electric lines and the cost of making any other needed physical improvements, a mutually accepted alternative site could be substituted.

4. Will the state be willing to accept a minimum transaction threshold in order to continuing to maintain an ATM at a location?

Answer: We seek proposals that offer the best all-round value to the State and its employees. Current ATMs in place in State office Buildings do have certain minimum transaction thresholds. If a proposal has more-restrictive minimum transaction thresholds than already exist, that would represent diminished service to State employees and could be at a competitive disadvantage relative to one that offered less restrictive minimum transaction thresholds.

5. Will the state entertain a proposal that provides an employee banking benefit program to support the ATM placements?

Answer: Yes.

6. Out of the 13 locations, how many currently have ATMs? Can we get the current transaction counts for those ATMs? A 12 month average would be acceptable showing the number of withdrawals, deposits and total transactions.

Answer: Fourteen ATM sites were offered in the RFP. Of these, ten have officially sanctioned ATMs now. The Michigan Historical Center and Library has an unofficial ATM which will be removed after other outcomes from this RP are determined. The Hall of Justice, the Michigan State Police HQ, and the General Office Building do not have ATMs currently. Transaction counts for current ATMs are proprietary for the current ATM lease holder and the State of Michigan does not have that data.